

BOARD OF DIRECTORS

Friday, March 23rd, 2018

8:30 a.m. – 10:30 a.m.

Associated Benefits & Risk
6000 Clearwater Drive, Minnetonka, MN 55343

AGENDA

- | | |
|---|---------------|
| 1. Call to Order (Lisa Schlosser) | 8:30 |
| 2. Introductions (Lisa Schlosser) | 8:30 – 8:35 |
| 3. Approval of Meeting Minutes (Lisa Schlosser) * | 8:35 – 8:40 |
| • January 26 th 2018 | |
| 4. Financial Update (Ed Foppe) | 8:40 – 8:50 |
| 5. Event Update (Patty Carruth, Jacquelyn Crowhurst, Jake Krings) | 8:50 – 9:10 |
| • Spring Conference Committee | |
| 6. Marketing & Communications Overview (Mo Schriener) | 9:10 – 9:20 |
| • Into to Mo Schriener | |
| • How Board Members & Companies can assist | |
| 7. MHTA Membership Update (Ray Hoover) | 9:20 – 9:30 |
| 8. Government Affairs Committee Update (Doug Carnival, John Dukich) | 9:30 -9:50 |
| 9. President's Report (Margaret Anderson Kelliher) | 9:50 – 10:00 |
| *enclosures – Presidents Report, Staff Report | |
| 10. Other Business (All) | 10:00 – 10:10 |
| 11. Adjourn | 10:15 |

*Denotes item with Board Action

Next MHTA Board Meeting:
May 18th, 2018 8:30 – 10:30 a.m.
Location: TBD

UPCOMING EVENTS:

Upcoming Events Listing

Jan

- 23 WLIT Happy Hour
- 26 MHTA Board of Directors

Feb

- 16 MHTA Executive Committee
- 21 Tech.2018
- 22 ACE Session I
- 23 ACE Session I

March

- 13 WLIT
- 14 MHTA Foundation Board
- 15 CIO Forum (Caribou)
- 16 MHTA Executive Committee
- 22 ACE Session II
- 23 MHTA Board of Directors

April

- 10 Spring Conference
- 19 ACE Session 3
- 20 MHTA Executive Committee

May

- 8 WLIT
- 10 CIO Forum (Holiday Ind.)
- 11 MHTA Executive Committee
- 16 MHTA Foundation Board Meeting
- 18 MHTA Board of Directors

June

- 14 ACE Session 5
- 15 MHTA Executive Committee

July

- 11 MHTA Foundation Board Meeting
- 13 MHTA Executive Committee
- 20 MHTA Board of Directors

August

- 17 MHTA Executive Committee
- 21 WLIT

September

- 13 Bids & Bytes
- 14 MHTA Executive Committee
- 20 CIO Forum (Winnebago)
- 20 ACE Session 6

October

- 10 MHTA Foundation Board Meeting
- 12 MHTA Executive Committee
- 23 WLIT
- 26 MHTA Board of Directors

November

- 1 CIO Forum
- 16 MHTA Executive Committee
- 29 Tekne Awards

December

- 7 MHTA Board of Directors Meeting
- 12 CIO Panel
- 14 MHTA Executive Committee

Board of Directors Minutes

Chair Lisa Schlosser

8:30 am to 10:30 am

Friday, January 26th, 2018

Best Buy

7601 Penn Ave S, Richfield, MN 55423

Present: Margaret Anderson Kelliher, Kevin Boeckenstedt, Doug Carnival, Trent Clausen, Jacquelyn Crowhurst, Amy Fisher, Ed Foppe, David Frazee, Todd Hauschildt, Karen Hudson, Patrick Joyce, Sridhar Koneru, Jake Krings, Rick Krueger, Sandy Lee, Chuck Lefebvre, Mac Lewis, Joy Lindsay, Paul Mattia, David Minkinen, Cy Morton, Samuel Prabhakar, Pat Ryan, Lisa Schlosser, Scott Singer, Vinicius (Vinny) Silva, Dee Thibodeau **Absent:**, Jill Farrington, Milla Hautman, Jay Heath, Bob Hirsch, Harlan Kragt, Jake Krings, Michael Lacey, Tyler Middleton, Chris Rence, Ken Voss, Susanna Woods **Guests:**
Staff: Claire Ayling, Patty Carruth, John Dukich, Lonni Ranallo

1. Call to Order

Chair Lisa Schlosser called the meeting to order.

2. Introductions

3. Approval of December 8th, 2017 Meeting Minutes

Pat Ryan moved to approve the December 8th meeting minutes, Dee Thibodeau seconded the motion, the motion carried and the minutes were approved.

4. Financial Update

Ed Foppe gave the 2017 financial update. Ed reviewed the 2017 annual budget revenue and expense categories as compared to actual. Total income \$57K below plan, with expenses 37K under plan. This puts our preliminary YE net income at \$-11K. Ed presented Managements budget, highlighting the general revenue groups of membership, events, and programs. MHTA's balance sheet remains strong. The 2018 budget has a net income of \$6k.

Ed made a motion to approve the 2018 budget, Doug Carnival seconded the motion, the motion carried and the 2018 budget was approved.

5. MHTA Board of Directors 2017-2018

Lisa Schlosser made the motion to approve Scott Singer as Chairman of the Board, Joy Lindsay seconded the motion, the motion carried and Scott Singer is voted as Chair of the MHTA Board of Directors for 2018.

Dee Thibodeau made a motion to renew the terms of Ed Foppe as Treasurer, and Doug Carnival as Secretary, Karen Hudson seconded the motion, the motion passed and Ed Foppe as Treasurer and Doug Carnival as Secretary's terms were renewed.

The Executive Committee would also like to hear of any Board member interest to join the committee.

6. Legislative Update

David Minkinen gave a review of the process of developing MHTA's Legislative agenda, the Government Affairs Committee began working on the agenda in October. Doug Carnival gave a general summary of what could be included in the 2018 Legislative Session which begins on February 20th. John Dukich presented the proposed MHTA 2018 Legislative Agenda.

Doug Carnival made a motion to approve the 2018 Legislative Agenda, David Minkinen seconded the motion, the motion carried and the Legislative Agenda was approved.

7. Membership

Margaret Anderson Kelliher gave an outline of the membership strategy, starting with an active membership committee, and asking for additions to the prospect list for 2018. A new member breakfast is scheduled for February 9th.

8. Event Update

Patty Carruth presented the logistics of the Tech.2018 conference, it will be held at the University of St. Thomas and is moved to the afternoon time slot. A keynote speaker will also be featured, Patty walked through the subjects of the panels. Spring Conference planning is underway with a call for speakers being made this year.

9. Presidents Report

Margaret Anderson Kelliher stated that the 2018 ACE Class needs 18 more registrants. We will be conducting interviews for Manager of Communications as Ted Modrich has moved on. The DC Fly In is coming up and some member companies will be attending. Margaret asked for speaker and subject suggestions for upcoming Board of Directors meetings.

10. Other Business

Dee Thibodeau announced the next CIO Forum will be held March 15th.

11. Adjourn

The meeting was adjourned.

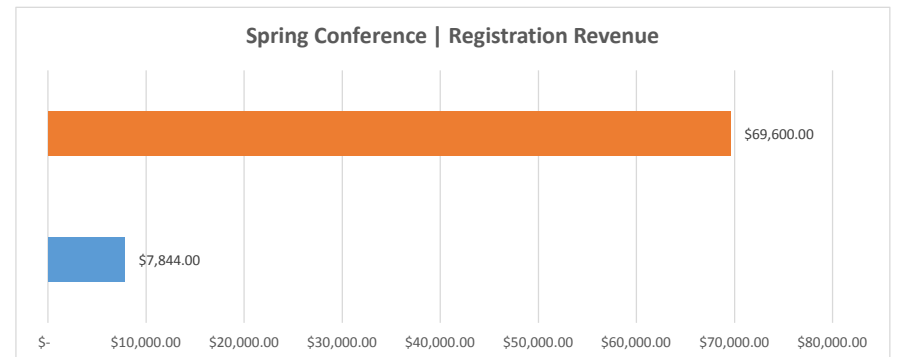
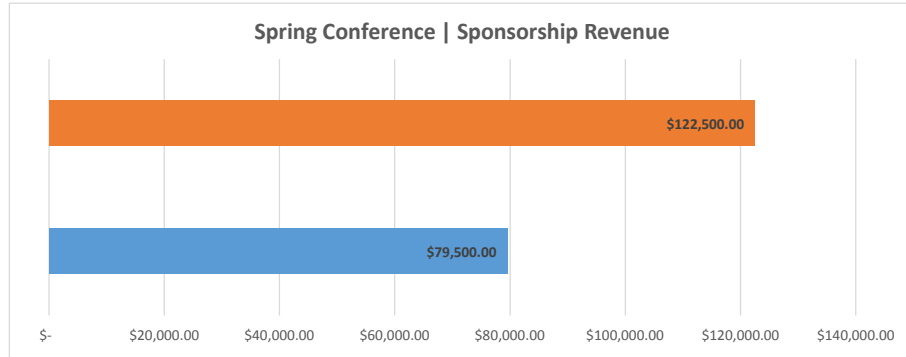
MHTA P&L vs Budget Jan-Feb 2018

| | Jan - Feb 18 | YTD Budget | Annual Budget | \$ Over Budget |
|------------------------------|----------------|----------------|---------------|----------------|
| Total Membership | 385,217 | 424,646 | 614,790 | (39,429) |
| Total Promotion / Events | 97,399 | 87,837 | 345,448 | 9,562 |
| Total STEM Programs | 40,624 | 44,830 | 484,500 | (4,206) |
| Sub Total | 523,239 | 557,313 | 1,444,738 | (34,074) |
| Operate MHTA & Public Policy | 220,349 | 249,236 | 1,438,865 | (28,888) |
| Net Income | 302,890 | 308,077 | 5,873 | (5,186) |

| | Jan - Feb 18 | YTD Budget | Annual Budget | \$ Over Budget |
|--------------------------------------|----------------|----------------|---------------|----------------|
| Income | | | | |
| Total Membership | 385,217 | 424,646 | 614,790 | (39,429) |
| Total Promotion / Events | 138,105 | 135,835 | 772,590 | 2,270 |
| Total STEM Programs | 76,085 | 70,330 | 1,461,600 | 5,755 |
| Total Other Income*Sales & Marketing | 12,254 | 970 | 15,000 | 11,284 |
| Total Income | 611,661 | 631,781 | 2,863,980 | (20,120) |
| Expense | | | | |
| Total Administration | 30,950 | 35,327 | 195,240 | (4,377) |
| Total 5000 · Association Staffing | 184,443 | 198,473 | 1,169,625 | (14,029) |
| Total 5400 · Sales & Marketing | 9,543 | 8,740 | 43,000 | 803 |
| Total Promotion / Event Expenses | 40,706 | 47,998 | 427,142 | (7,292) |
| Total STEM Program expense | 35,461 | 25,500 | 977,100 | 9,961 |
| Total Public Policy | 7,667 | 7,667 | 46,000 | (0) |
| Total Expense | 308,771 | 323,704 | 2,858,107 | (14,934) |
| Net Income | 302,890 | 308,077 | 5,873 | (5,186) |

2018 Spring Conference

| Date | Event | Registered | Registration Goal | Reg Income Actual | Reg Income Budget | Reg Income Delta | Sponsorship Actual | Sponsorship Goal | Sponsorship Delta | Actual Total Income | Total Income Budget | Total Income Delta |
|-----------|-------------------|------------|-------------------|-------------------|-------------------|------------------|--------------------|------------------|-------------------|---------------------|---------------------|--------------------|
| 4/10/2018 | Spring Conference | 86 | 500 | \$ 7,844.00 | \$ 69,600.00 | \$ (61,756.00) | \$ 79,500.00 | \$ 122,500.00 | \$ (43,000.00) | \$ 87,344.00 | \$ 192,100.00 | \$ (104,756.00) |



Spring Conference Annual Trends

| Category | 2014 | 2015 | 2016 | 2017 |
|----------------------|--------------|--------------|--------------|--------------|
| Registration Revenue | \$55,726.00 | \$50,386.00 | \$48,200.00 | \$60,169.00 |
| Sponsor Revenue | \$118,575.00 | \$108,000.00 | \$102,500.00 | \$109,420.00 |
| Total Revenue | \$174,301.00 | \$158,386.00 | \$150,700.00 | \$169,589.00 |

| Sponsors | | |
|--------------|------------------|-----------------|
| Level | Company | Price |
| Platinum | Thomson Reuters | \$15,000 |
| Platinum | Avanade | \$15,000 |
| Platinum | Optum | \$15,000 |
| Silver | Eagle Creek | \$7,500 |
| Bronze | Ecolab | \$5,000 |
| Bronze | Skuid | \$5,000 |
| Bronze | Johnson Controls | \$5,000 |
| Bronze | Virteva | TRADE |
| Supporting | Microsoft | \$2,500 |
| Supporting | Robert Half | AGREEMENT |
| Exhibitors | | 9 |
| TOTAL | | \$79,500 |



MHTA Board of Directors 2018 Tekne Award Categories Survey

Please complete this survey to help us finalize 2018 Tekne Award categories. We are planning for approximately 15 categories. Eight categories have been pre-selected for 2018. Please check five additional categories that are most reflective of the innovation occurring and needed for Minnesota to be a top science & technology state. There is also space for write-in categories.

The reverse side of this survey shows Tekne application history for the past six years.

2018 Tekne Award Categories Pre-Selected

1. Community Impact
2. Education/Classroom Technology
3. Food/Agriculture Technology
4. Health IT
5. Industry Impact
6. Med Device
7. Start Up Company
8. Workforce Development

Public Policy is also recognized. The recipients in the public policy category are selected by MHTA.

MHTA Board of Directors – Your Name: _____

Place an "x" by up to 5 categories we should add to those already noted above.

| | | | |
|--------------------------|--|--------------------------|------------------------------------|
| <input type="checkbox"/> | Advanced Manufacturing | <input type="checkbox"/> | Energy/Clean Tech/Green Tech |
| <input type="checkbox"/> | Analytics/Applied Analytics | <input type="checkbox"/> | Homeland Defense/National Security |
| <input type="checkbox"/> | Artificial Intelligence/Machine Learning | <input type="checkbox"/> | Robotics |
| <input type="checkbox"/> | Blockchain/Digital Economy | <input type="checkbox"/> | Scientific Discovery |
| <input type="checkbox"/> | Building Design & Infrastructure | <input type="checkbox"/> | STEM Education |
| <input type="checkbox"/> | Connectivity/Communications Technology | <input type="checkbox"/> | Technology Services & Consulting |
| <input type="checkbox"/> | Cyber Security | <input type="checkbox"/> | Transportation & Logistics |
| <input type="checkbox"/> | Data Estate/Big Data | <input type="checkbox"/> | Virtual Reality/Augmented Reality |
| <input type="checkbox"/> | Drug Therapies & Pharmaceutical | <input type="checkbox"/> | Other: _____ |

Comments: _____

Please return today or no later than March 30 to Patty Carruth, pcarruth@mhta.org

Tekne Awards – Application History

| Category | 2017 | 2016 | 2015 | 2014 | 2013 | 2012 | | Total | Avg |
|--|-----------|-----------|-----------|-----------|------------|-----------|--|-------|-----|
| Advanced Manufacturing | 2 | 4 | 6 | 6 | 6 | 4 | | 28 | 5 |
| Agricultural Technology [& Food Safety] | | 6 | 3 | 7 | 3 | | | 19 | 5 |
| Analytics/Applied Analytics | 5 | 6 | 4 | | | | | 15 | 5 |
| Building Design & Infrastructure | 4 | | | | | | | 4 | 4 |
| Clean Tech & Energy | | | | | | 3 | | 3 | 3 |
| Collaboration for Community Impact | | 6 | 5 | 6 | | | | 17 | 6 |
| Communications Technology | 2 | | | | | | | 2 | 2 |
| Community Impact | 8 | | | | | | | 8 | 8 |
| Computer Hardware & Electronic Devices | | | | | 5 | 4 | | 9 | 5 |
| Cyber Security | 4 | 4 | 2 | 2 | | | | 12 | 3 |
| Education Technology | | 6 | 4 | 13 | 4 | 14 | | 41 | 8 |
| Energy & Clean Technology | | 4 | 6 | 6 | | | | 16 | 5 |
| Healthcare | | | | 10 | | | | 10 | 10 |
| Healthcare/Life Sciences - Established | 1 | 2 | 5 | | 4 | 5 | | 17 | 3 |
| Healthcare/Life Sciences - Small & Growing | 6 | 6 | 6 | | 4 | 1 | | 23 | 5 |
| Impact on Industry - Established | | | | | 17 | | | 17 | 17 |
| Impact on Industry - Small & Growing | | | | | 10 | | | 10 | 10 |
| Industry Impact | 9 | | | | | | | 9 | 9 |
| Innovative Collaboration | | | | | 9 | 6 | | 15 | 8 |
| Internet of Things | 5 | 8 | 6 | | | | | 19 | 6 |
| IT Services | | 1 | 4 | 7 | | | | 12 | 4 |
| Mobile & Communications Technologies | | | | | 8 | 11 | | 19 | 10 |
| Robotics & Automation | | | | | | 3 | | 3 | 3 |
| Safety & Security | | | | | 3 | | | 3 | 3 |
| Software - Established | 4 | 3 | 2 | 9 | 7 | 5 | | 30 | 5 |
| Software - Small & Growing | 6 | 10 | 11 | 14 | 7 | 12 | | 60 | 10 |
| Start Up (excludes MN Cup) | 12 | 17 | 4 | 7 | 4 | 4 | | 48 | 8 |
| STEM Education [& Digital Learning] | 8 | | | | 9 | | | 17 | 9 |
| Technology Excellence/Non-Profit Org. | | | | | | 7 | | 7 | 7 |
| Technology Services & Consulting | | | | | | 11 | | 11 | 11 |
| Transportation | | | | 2 | | | | 2 | 2 |
| Workforce Development | 2 | 6 | 4 | 10 | | | | 22 | 6 |
| Total | 78 | 89 | 72 | 99 | 100 | 90 | | | |

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**MHTA President Report
March 23, 2018**

TECH.2018

Tech.2018 took place Feb. 21, with 141 onsite attendees based on 180 registrants, with strong presentations, particularly the keynote speaker, global futurist Jack Uldrich. While we did not meet sponsorship and registration goals, expenses were adjusted based on attendance.

SPRING CONFERENCE

This year's conference is Tuesday, April 10 at the Marriott Northwest in Brooklyn Park, and features an excellent line-up of presenters, thanks to our Spring Conference Committee's work, including Thomson Reuters and 3M on artificial intelligence, blockchain technology with Microsoft, Bitwise IO and others, cybersecurity issues with Mayo Clinic, Medtronic and others, big data with Seagate, digital transformation presentations by Target, Best Buy, Cargill and Rimage, and more. VSI Labs will be onsite to present and offer rides in its two self-driving cars.

Current registration is at 106 people, significantly below the pace we expected to be at based on previous years. Heavy promotion is underway with direct mail, ads and emails, social and news media, and targeted emails.

Personal invitations continue to be the strongest source of registrations. Please send emails to encourage registration to your colleagues internal to your company as well as your external network. Registration and the full agenda are available at: <https://www.mhta.org/event/spring/>

ACE LEADERSHIP

The ACE Leadership Program currently has 32 participants. The budget called for 28 participants. We have completed two sessions. The third session is April 19 at the Capitol.

CIO Forum

21 CIO's attended the March 15 CIO Forum at Caribou Coffee in Brooklyn Park. The topic was *Innovation: Idea to Implementation*. The next CIO Forum is now scheduled for May 10th at Holiday Companies.

STAFFING

Director of Communications & Marketing Mo Schriener started on Feb. 26.

MEDIA/SPEECHES/IMPACT

Highlights include:

- Launched Tech Hotdish podcast, with first episode featuring Tech.2018 keynoter Jack Uldrich and second episode featuring Spring Conference, legislative advocacy update and interview with the CEO of VSI Labs
- Testified March 20 before the House Jobs Committee on the topic of broadband
- Through a new partnership with Walk the Moon Media, we videotaped and produced Jack Uldrich's presentation at Tech.2018, which will be submitted to Twin Cities Public TV for airing and distributed by MHTA
- Interviewed for a story to be published by St. Paul Pioneer Press magazine at end of March on the local scene for technology and science business, with MHTA as the scene setter providing an overview for the story

- KARE11 is set to produce a series of stories on three companies presenting at Spring Conference: Thomson Reuters, VSI Labs and Bitwise IO. The stories are proposed to air first week of April on KARE11 Sunrise.

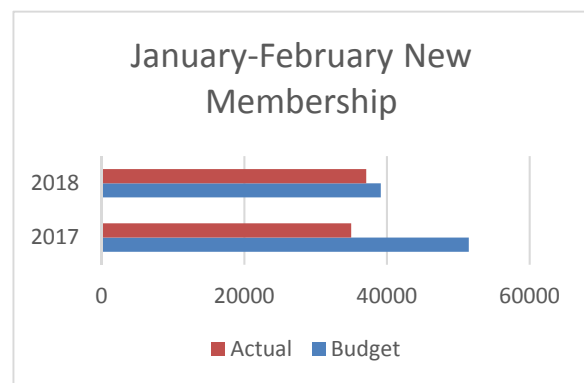
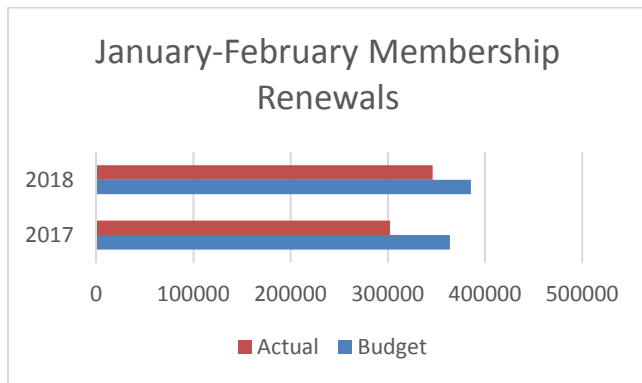


MHTA STAFF REPORT

March 2018

New MEMBERSHIP <http://www.mhta.org/about/members>

| | |
|------------------------|------------------|
| Travel Labs | Skuid |
| Mortenson Construction | Qumu |
| PTC | VSI Labs |
| Xigent Solutions | Nemadji Research |
| Travel Labs | |



Renewals

Current budget target: 385,500
 Renewal PTG: 346,128

New Membership

New membership budget: 90,000
 New membership PTG: 37,088

Membership Committee

We need 1 additional committee member to join the membership committee. Please contact Ray Hoover at rhoover@mhta.org, 320-293-2312 if interested. We have held our first meeting, and have divided up responsibility for targets worth more than \$130,000 and are in the process of reaching out to all of them.

Other notes

- A fair amount of January and February renewals are outstanding. We are working on circling back with most of the companies who assured remittance of membership dues to help them along the path.
- Meetings with representatives from the following companies have taken place, and am hoping to close membership and sponsorship deals with some of them in the next month.
 - Dunham Engineering, Cushman & Wakefield, Redpath, Bank of America, US Bank, Novella Clinical, Nutanix, Advanced Robotics for Manufacturing Institute, Sprint, Verizon, General Mills, Amazon, TriCom

OUTREACH & EVENTS

ACE: The ACE Leadership Program currently has 32 participants. The budget called for 28 participants. The first session was February 22-23 at the Oakridge Hotel & Conference Center and we just completed the second session on March 22nd at the Carlson School of Management. Third session is April 19 at the Capitol.

Tech.2018: Took place on Wednesday, Feb 21. 141 on-site attendees; 180 registrants.

- Sponsorship Total: \$22,500 (Goal \$33,000)
- Registration Total: \$10,690 (Goal \$12,535)
- Expense Estimate: \$8,876 (Budgeted at \$20,232)
- Net Estimate: \$24,314 (Budgeted at \$25,303)

WLIT: The 2nd WLIT event of the year took place on Tuesday, March 13 at the Metropolitan Ballroom in Golden Valley. Stacy Richards with Menttium was the featured speaker on the topic of mentoring. 175 registrants. With three events remaining:

- YTD Sponsorship Total: \$17,000 (Goal \$40,000)
- YTD Registration Total: \$9750 (Goal \$27,000)

The advisory board is in the process of backfilling Kari Toft's position. They are planning to add two committee members. They may also create an ambassador role to supplement the WLIT program mission. Next event takes place Tuesday, May 8 with a panel discussion on resiliency.

CIO Forum: 21 CIOs attended the Thursday, March 15th CIO Forum at Caribou Coffee in Brooklyn Park. The topic was *Innovation: Idea to Implementation*. Speakers were Tina Thousand of Caribou Coffee, Marc Kermisch of Red Wing Shoes, and Kurt Svendsen of Toro. Computex is an event sponsor. Lighthouse Software cancelled their sponsorship. The next CIO Forum is on May 10th at Holiday Companies in Bloomington. The topic is *Digital Transformation*. Confirmed speakers are Tammylynne Jonas of Holiday and Rahoul Ghose of Winnbego. Computex will be sponsoring once again.

Spring Conference: Takes place on Tuesday, April 10 at the Marriott Northwest in Brooklyn Park. Heavy promotion underway:

- 2250 postcards mailed 3/5/18
- Ad campaign via MPR and StarTribune Online. Planning Minne Inno and TechdotMN this week.
- March 21 Email from Margaret to 370 CIO/CEOs
- March 21 Email from Margaret to the MHTA Board of Directors
- Ongoing MHTA social media and weekly event emails
- Kare11 doing a segment with MHTA next week
- Podcast coming out soon

Held a registration drawing March 19—25 spots for a guaranteed ride in a self-driving car at the event. Planning another drawing for self-driving rides in conjunction with early registration on March 27.

- Sponsorship Total: \$70,000 (Goal \$102,500)
- Exhibits Total: \$9,500 (Goal \$20,000)
- Registration Total: \$7,844 (Goal \$69,600)
- Attendance Total 100 (Goal 500)

WORKFORCE DEVELOPMENT [{www.mhta.org/educate/}](http://www.mhta.org/educate/); [{www.mhta.org/work/}](http://www.mhta.org/work/)

Hi-Tech Alliance

[MSP TechHire](#) is working with MHTA and DEED to conduct a survey of IT firms around recruiting, hiring, and

retention of workers. The survey should be sent out in late January/early February. Additionally, a regional IT sector strategy convening was hosted by MHTA in conjunction with TechHire and MSPWin in late December. The meeting provided an overview of current IT worker demand, sharing of current and future investments and outcomes by attendees, and discussion of a regional strategy approach. In 2018, this group will join efforts with the recently reconstituted Greater Metro Workforce Council to develop a regional strategy for IT workforce development.

The PIPELINE apprenticeship project is now a full-fledged program of the MN Department of Labor. In addition, the Youth Skills Program has replaced elements of the Youth Career Connection Project. The 2017 Legislature passed a law to enable more high school students to participate in skills-based training at employer sites. The new Youth Skills Training Program will support locally-based programs for "student learners," age 16 and older, participating in paid work experiences, including internships, apprenticeships, and other programs where they receive on-the-job training directly from employers.

MHTA continues to publish a weekly [MN Workforce report](#) available at the MHTA website and covering IT, Life Sciences, Science & Engineering, and overall STEM occupations. In association with Real Time Talent, MHTA sponsors [an MHTA portal](#) to the [Real Time Talent Exchange, an](#) employer/employee matching service.

getSTEM

getSTEM capped our 9th year in December. We nearly matched last year's record-breaking connections between educators and the business community. There has been a steady rate of new accounts and activity in ASKs and OFFERs since the start way back in January 2009. We have helped just under 1,900 educators served over 66,400 students through requests asked for by teachers and answered by our technology community. The getSTEM site also received an upgrade to a new technology platform this fall.

| | 2018 (YTD) | 2017 (YTD) | 2017 Total |
|--------------------|------------|------------|------------|
| Unique Site Visits | 2,338 | 1,803 | 7,911 |
| Accounts created | 47 | 42 | 190 |
| Asks/Offeres | 53 | 119 | 431 |
| Connections | 24 | 74 | 337 |
| Students Served | 840 | | 11,795 |

Tech Experience Tours

Schools and businesses have been signing up for [Tech Experience Tours](#) throughout this winter. [Talent Software Services](#) is our Presenting Sponsor. There are still funds available in the form of [field trip scholarships](#) through a generous grant from the AT&T Foundation. The funds help with feed and transporting students to the company tour sites. We will continue to make matches for the 2017-2018 school year.

STEM Funder & Supporter Network

The STEM Funder & Supporter Network met in November and outlined collective projects for the new year. The new projects will begin in the new year.

MHTA Foundation

Science & Technology Festival

The Foundation board have begun logistical work for the Festival including work on branding, organizing advisory panels, and recruiting additional organizations to participate in the Festival. Board members are encouraged to contact Matt Hill at festival@mhta.org.

Bid & Bytes Benefit

Planning has begun for the September 13, 2018 event. Thomson Reuters has already agreed to serve as the Presenting Sponsor and Unisys will be the Printing Sponsor again. A full slate of unique auction experiences will be offered by leading C-level Technology executives. Three non-profit partners will again provide exciting social hour activities/competitions. Past & current scholarship winners, Foundation volunteers, and other stakeholders will participate as well.

STEM Scholarships

The 2018 STEM Scholarship application period will open on February 1, 2018. Deadline for submissions will be April 1, 2018. The review process will begin in April and will conclude with final selections in July.

The SciTechsperience Internship Program

- As of March 12, we've placed 95 students (18 more than last year at this time). While we are ahead of last year, we are currently on track to reach about 311 hires.
- Company recruiting: 168 companies have applied since 9/1/17; although as a percentage of our overall goal we are 7% behind where we'd like to be.
- Student recruiting: 980 students have applied since 9/1/17; last year at this time we had 934. Although we are 8% behind, no concerns at this time. Students continue to apply daily, and there are a handful of campus events in March still to come.
- The 4th annual *Jump Start Your STEM Job Search* event took place on February 24 at Augsburg University. The half day program was targeted to students of color, and featured workshops, panel discussions and a keynote by Dr. Raj Rajan of Ecolab. Roughly 70 students attended, who gave the event high marks in the follow up survey. SciTechsperience staff were involved in planning, sponsoring and tabling in the event.
- The SciTech team has two webinars coming up this month: One for students called "Conquering the Networking Beast" on March 29 and one for employers that covers the program basics on March 22. Recordings will be available on the SciTech Spotlight Blog (<https://scitechmn.org/blog/>).
- Multiple efforts are underway to boost employer recruitment. In addition to the March 22 webinar, which has been promoted through DEED and MHTA, our ads and direct mail pieces continue to run through this month. Staff have attended several events and will be calling employers from past years who haven't posted positions. We continue reaching out to other industry associations to help promote the program and are currently working with Mo, MHTA's new communications guru, on additional ideas that include value-add media opportunities. Stay tuned,
- The 2017 Program Year Report is available [here](https://scitechmn.org/wpcontent/uploads/2018/02/2017_SciTechAnnualReport_Final.pdf) (https://scitechmn.org/wpcontent/uploads/2018/02/2017_SciTechAnnualReport_Final.pdf)

MN-SBIR {www.mhta.org/mn-sbir}

MN-SBIR is the State's focal point to seed, early stage, emerging and existing firms to access federal research and development funding to support innovation, investment and commercialization of technologies.

Outreach – The Director continues to hold office hours at the following locations:

- University Enterprise Laboratories
- University of Minnesota, Office for Technology Commercialization
- Mayo Clinic Business Accelerator and Collider

Education

SBIR Group Discussion – planned for March 21, 2018.

Coordinating with Mayo Clinic to support the upcoming Medical Technology Enterprise Consortium on April 10-11, 2018. MTEC is a military research consortium.

Federal Awards and Proposal Activity:

Awarded - National Institutes of Health, National Heart, Lung and Blood Institute - \$224,844

Treating Severe Asthma in the Small Airways: A Novel Inhaled Dry Powder Formulation: Severe asthma is a long-term debilitating and life threatening disease with no cure that remains difficult to treat using current formulations and devices because they deliver very little medication to the small airways. There is consensus that delivery of anti-inflammatory medication to under-treated small airways will have a major impact on reducing pulmonary inflammation in severe asthmatics and reducing side effects associated with undesired mouth-throat deposit. Based on preliminary data we will develop a novel dry powder formulation and delivery method to target small airway inflammation in order to control symptoms of severe asthma. (The company is seeking angel investment capital to support its commercialization strategy.)

Coaching Advice and Guidance to include proposal and business development and technology commercialization:

| City | Program | Phase | Agency | Amount |
|-------------|---------|-------|--------|-----------|
| Minneapolis | SBIR | 1 | DoEdu | \$200,000 |
| Woodbury | SBIR | 1 | DoEdu | \$200,000 |
| Winona | SBIR | 1 | DOE | \$150,000 |
| Minneapolis | SBIR | 1 | DOE | \$150,000 |
| Minneapolis | SBIR | 1 | DOE | \$150,000 |
| Minneapolis | SBIR | 1 | DOE | \$150,000 |

PUBLIC POLICY {www.mhta.org/advocate}

The 2018 Legislative Session began on February 20, with action picking up over the last few weeks. We are seeing progress on the Angel Investment Tax Credit, hearing positive news from the chair of the Senate Tax Committee, but there is still work to be done in the House of Representatives. The Department of Revenue has a proposal to scale back the data center tax incentive, which we are working to oppose with other stakeholders. A couple of bills related to broadband have been introduced, including one that would fund the Border-to-Border Broadband Development Grant Program at \$51.48 million in FY19. House and Senate authors have introduced a bill that would modify how workforce development funds are allocated, which could significantly (and potentially adversely) impact funding for SciTechsperience.

COMMUNICATIONS

Introducing Mo Schriener: Feb. 26 was my first day as director of communications & marketing. A brief bio: I was a reporter for 9 years, then worked in PR consulting in the Twin Cities with a wide array of companies, and for the past 7 years, I commuted from Eagan to UW-Eau Claire as full-time faculty in the integrated strategic communications program, teaching PR and advertising

Social media update:

MHTA Twitter is at 4,095 followers. LinkedIn is at 2,036 followers, which marks a continued increase since January 2018. Strategic approach to social media going forward will focus on engagement (impressions – number of people viewing posts) and interactions (likes, retweets, shares)

MHTA Media Coverage:

The St. Paul Pioneer Press is planning a magazine supplement for the end of March on the local tech scene, with Q&As with about 20 local tech companies. Margaret provided an interview to the reporter to provide a scene-setting overview.

Spring Conference news media will include series of stories we are working with KARE11 to produce, which are tentatively set to air first week of April on KARE11 Sunrise.

OPERATIONS & FINANCIAL

January thru February YTD financials are showing net income at \$302,890 vs a budgeted net of \$308,076. While Tech.2018 revenue was down, the net income came in very close to plan (24K).

On the revenue side, new membership is running behind plan by \$2K, and renewals by \$37K. The ACE Leadership Program is running ahead of budget by 10K, due to increased participation. WLIT (Women Leading in Technology) running behind plan by \$2K, off in sponsorship and registration, and Tech.2018 came in at \$12K behind plan, the majority shortage in sponsorship. SciTechsperience running at plan, just slightly off the monthly schedule.

Admin expenses running right at plan, staffing slightly under (10K). Event expenses running under plan, overall expenses \$19K under plan.

Year end adjustments and audit prep is being worked on, with audit fieldwork happening April 23rd.